

A large cargo ship with a white hull and a red and white striped funnel is docked at a port. The ship's masts and rigging are visible. In the foreground, there are stacks of red and black shipping containers. In the background, a city skyline with several tall buildings is visible under a clear blue sky.

Welcome

**Logistics
Worldwide**

**Pre-Solicitation
Conference**

AGENDA

- ❖ GSA and Multiple Award Schedules
- ❖ Scope and Terms & Conditions
- ❖ Preparing Your Proposal
- ❖ Questions And Answers
- ❖ FSS Marketing & Business Development
- ❖ Team Available for Individual Questions

WHAT IS A SCHEDULE



- ❖ Government wide contracts for commercial products and services at stated prices
- ❖ Awarded to multiple companies with comparable services

WHO CAN ORDER FROM THE SCHEDULE?

- ❖ Executive & Other Federal Agencies
- ❖ Mixed-Ownership Government Corporations
(FDIC, Federal Home Loan Banks, etc.)
- ❖ The District of Columbia
- ❖ Government Contractors authorized in writing by
a Federal agency (48 CFR 51.1)

WHY WOULD A FEDERAL AGENCY USE A GSA SCHEDULE?

- ❖ Schedule complies with Applicable Regulations/
Competition Requirements
- ❖ No Formal Solicitation/Synopsis Required
- ❖ Drastically Reduced Procurement Lead-Times
- ❖ Easy Access to a Variety of Services



GSA SCHEDULES OFFER THE AGENCY -

- ❖ Wide Selection Of Contractors
- ❖ Flexibility to Customize Solutions To Meet Agency Needs
- ❖ Long Term/Direct Relationships
- ❖ Teaming Arrangements
- ❖ Meet Agency Socio-Economic Goals



WHY SHOULD A CONTRACTOR SUBMIT A PROPOSAL?



- ❖ **Broaden Base of Federal Customers**
- ❖ **Develop Long Term/Direct Relationships**
- ❖ **Reduce Bid and Proposal Costs**
- ❖ **Ease of Teaming Arrangements**

HOW WILL CONTRACTORS GET WORK?

- ❖ Agency develops Statement of Work
- ❖ If task exceeds \$2500, Agency Considers At Least Three Contractors
- ❖ Contractors respond to Request for Quotation

WHAT WILL THE AGENCY ASK?

Information Needed to Select a Contractor offering the Best Value:



- ❖ Technical Qualifications
- ❖ Resumes
- ❖ Experience
- ❖ Price and Technical Proposals

BLANKET PURCHASE AGREEMENTS

- ❖ Agencies Can Establish A BPA With Any Schedule Contractor
- ❖ BPAs Can Last As Long As the Contract Period
- ❖ May Offer Discounts

BPA

TEAMING

**Schedule Contractors May Team
to Provide Solutions to
an Agency's
Requirement**

See FAR 9.6



HELPFUL INTERNET ADDRESSES

Download LOGWORLD RFP:

<http://eps.gov>

<http://www.northwest.gsa.gov/fss.htm>
(Business/Industry)

FSS Contractor Guide

<http://pub.fss.gsa.gov/vendorsguide>

A detailed painting of a busy port scene. In the foreground, several red and black freight trains are visible, with one red train prominently in the lower left. The middle ground is dominated by a large white cargo ship with a black and red striped funnel, docked at a pier. The background shows a city skyline with various buildings, including a prominent skyscraper. The overall scene is a vibrant representation of industrial and maritime activity.

LOGWORLD SOLICITATION OVERVIEW

LOGISTICS WORLDWIDE

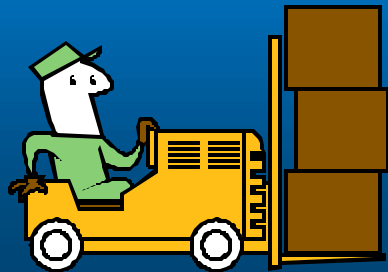
Multiple Award Schedule
874-5

Intended to improve
performance, quality, and
efficiency of logistics
systems

SIN 874-501

Supply & Value Chain Management

Plan, develop, operate,
manage logistics systems



TYPES OF SUPPLY & VALUE CHAIN MANAGEMENT TASKS

- ❖ System assessment
- ❖ Material requirements planning
- ❖ Acquisition management
- ❖ Inventory management
- ❖ Integrated Logistics Support (ILS)
- ❖ Asset visibility
- ❖ Operation: warehouse/stockroom
- ❖ Fulfillment systems
- ❖ Material Handling Systems
- ❖ Packaging
- ❖ Preservation & protection

SIN 874-502

Distribution & Transportation Services

Planning, design,
implementation, or operation of
systems and facilities



Types of Distribution & Transportation Tasks

- ❖ System analysis/management
- ❖ Location modeling
- ❖ Fleet planning and operation
- ❖ Carrier Management

SIN 874-503

Deployment Logistics

Prepare for efficient and rapid response to agency needs



SIN 874-503

Types of Deployment Logistics Tasks

- ❖ **Contingency Planning**
- ❖ **Regional/global resource integration**
- ❖ **Public/private resource mgmt.**
- ❖ **Emergency unit stocking**

SIN 874-504

Logistics Training Services

Customized solutions

SIN 874-505

Support Products

**Service related support
products**

SIN 874-599

Introduction of New Services

**New, innovative services not
covered by another SIN**

CONTRACT TYPE

Indefinite Delivery, Indefinite Quantity
Multiple Award Schedule

Task Orders - pricing at discretion of the
Ordering Agency:

Firm Fixed Price

Labor Hour

TERMS & CONDITIONS

- ❖ Organizational Conflict of Interest
- ❖ Contractor's Report of Sales
- ❖ FSS Schedule Pricelists
- ❖ Security Requirements
- ❖ Payment by EFT - CCR
- ❖ Payment by Purchase Card

TERMS & CONDITIONS

- ❖ Option to Extend Term
- ❖ Price Adjustment
- ❖ Economic Price Adjustment
- ❖ Cancellation
- ❖ Price Reductions
- ❖ Industrial Funding Fee

TERMS & CONDITIONS

Service Contract Act

- ❖ **Statement of Equivalent Rates for Federal Hires**
- ❖ **Place of Performance Unknown**



BREAK

Preparing Your Proposal

❖ Instructions to Offerors



What needs to be included in your proposal?

- ❖ Administrative Section
- ❖ Pricing Section
- ❖ Technical Section



What Makes up the Administrative Section?

- ❖ The entire solicitation with appropriate blanks completed
- ❖ SF 1449/Solicitation/Contract/Order for Commercial Items
- ❖ Bid schedule
- ❖ All attachments

Subcontracting Plan

- ❖ All large business are required to submit a subcontracting plan
- ❖ How do you decide if your company is a large business?
 - ◆ Standard Industrial Code (SIC) - 8744
 - ◆ \$5,000,000 average annual revenue for the past 3 years

What goes in the Pricing Proposal?

- ❖ Labor categories
- ❖ Prices per hour



How do I Support My Prices?

- ❖ You must submit either:
 - ◆ catalog/current published price list
- ❖ or:
 - ◆ cost elements to support pricing
- ❖ In addition, you must provide a matrix or cross-reference between the proposed labor categories covered under SCA and DOL Wage Determinations.

What do I need to submit for the Technical Proposal?

- ❖ Your company's technical capability will be evaluated using two factors
 - ◆ Understanding/experience/capability
 - ◆ Company's past performance



❖ For each SIN:

describe the services being offered

provide your company's experience

describe your company's capability to perform the services

❖ Technical Factor Two:

Past Performance

- ◆ Submit your reference list to Dun and Bradstreet
- ◆ D&B will compile the responses received from your references.



Proposal Requirements

- ❖ Administrative Section
- ❖ Pricing Proposal
- ❖ Technical Proposal



QUESTIONS AND ANSWERS



Marketing & Business Development Division

Federal Supply Service
Management Services Center
Auburn, WA

After Contract Award...



❖ Collaborative Marketing

- ◆ Schedule Contractors

- ◆ Management Services Center (MSC)

Schedule Contractor Marketing



The Management Services Center
does not require that you market
your services in a particular
manner!

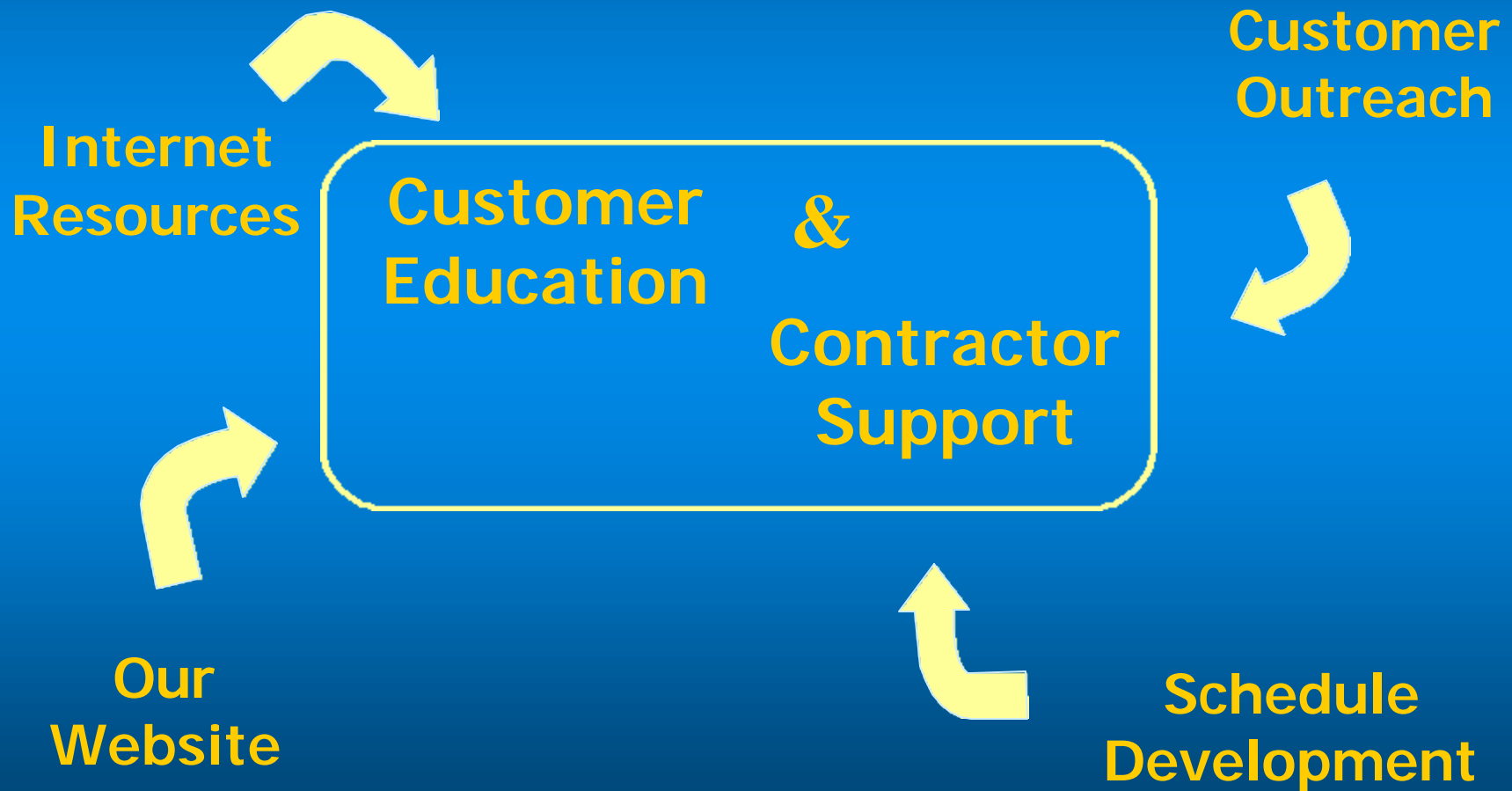
You are the experts...

Marketing Focus of the Management Services Center



We are Results Driven!

What is Our Approach?



Schedule Development

❖ Business Case Analyses

- ◆ Determine Federal requirements
- ◆ Determine Industry providers
- ◆ Evaluate performance of existing schedules
- ◆ Support introduction of new schedules
- ◆ Support scope modification of existing schedules



LOGWORLD BCA

- ❖ In 1998, the Department of Defense (DoD) spent \$87B on logistics functions.
- ❖ Ten Federal agencies spent more than \$23M each on contract logistics during 1998. (DoD spent \$3.4B)

MSC Customer Database


- ❖ Over 3,000 customer addresses
- ❖ New entries input daily
- ❖ Distributed to contractors upon award
- ❖ Resource for MSC and schedule contractors




GSA Advantage!

[Home](#)

 [Environmental](#)

 [Mail Mgmt](#)

 [MOBIS](#)

 [MSDS](#)

 [Translate/Interpret](#)

 [Energy Mgmt](#)

[Logistics Worldwide](#)

[Events](#)

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U.S. General Services
Administration



Environmental Advisory Services

Schedule 899

The Environmental Advisory contractors will provide services to help you comply with environmental initiatives. At GSA, we are committed to the environment. Through our new "[Planet GSA](#)" concept, we now have a coordinated way for the entire Federal community to become more involved in protecting the environment.

The Environmental Advisory contractors will provide services under the following Special Item Numbers (SINs):

- [899-1 Environmental Planning Services & Documentation](#)
- [899-2 Environmental Compliance Services](#)
- [899-3 Environmental/Occupational Training Services](#)
- [899-4 Waste Management Services](#)
- [899-5 Hazardous Materials Management Advisory Services](#)
- [899-6 Telephone Advisory Services](#)

This schedule provides Federal agencies with environmental planning, compliance, and training services. It does **NOT** include services for excavation of a hazard waste site and is distinct from engineering, design and cleanup. If you need more information, contact [Pat Austin](#) at 253-931-7083 for acquisition information, [Catherine Holland](#) at 253-931-7063 for business development information, or [Fred Alavi](#) at 253-931-7128 for Federal customer general inquiries.

MSC Seminars in 2000

February

Los Angeles, CA

February

Atlanta, GA

March

Chicago, IL

April/August

Denver, CO

June

Washington DC

July

New York, NY

September

San Antonio, TX

Additional Customer Outreach

- ❖ Publications
- ❖ MSC sponsored Symposiums
- ❖ International Marketing Network
- ❖ Participate in GSA/FSS and industry sponsored events
- ❖ And more...

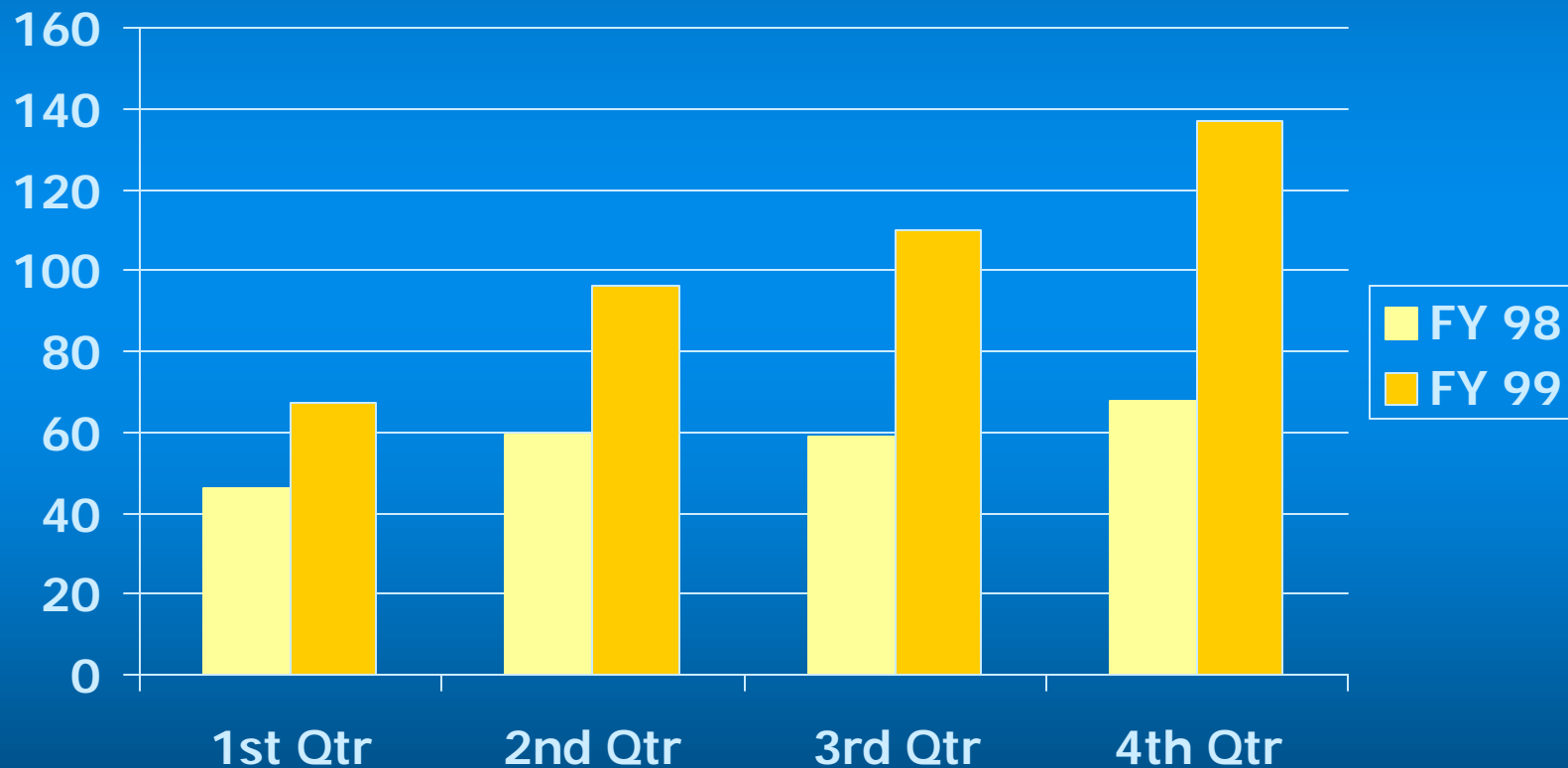


FY99 Performance



- ❖ Management, Organizational & Business Improvement Services (MOBIS) sales in FY99:
 - ◆ 410.7M
- ❖ Sales have doubled since the MOBIS schedule was assigned to the MSC in October 1998.

MOBIS Sales by Quarter (M)



Collaborative Marketing

Contractor
Marketing
Efforts  MSC Schedule
Promotion  More
Business



Internet Resources

- ❖ www.northwest.gsa.gov/fss/services/msc.htm
 - ◆ MSC service schedule information for contractors and Federal buyers. Great Links too!
- ❖ <http://pub.fss.gsa.gov/contractors.cfm>
 - ◆ Links to schedules E-Library, Electronic Posting System (EPS), FSS Publications, products/services and more!
- ❖ <http://expo.gsa.gov>
 - ◆ Information about GSA's Expo 2000.

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THANK YOU

